



COMMUNITY & ECONOMIC DEVELOPMENT OFFICE

ROOM 32 ▪ CITY HALL ▪ BURLINGTON, VERMONT 05401
(802) 865-7144 ▪ (802) 865-7142 (TTY) ▪ (802) 865-7024 (FAX)

Date: July 22, 2011
To: Burlington Board of Finance
Cc: Larry Kupferman, CEDO Director
Richard Haesler, Assistant City Attorney
From: Kirsten Merriman Shapiro, Special Projects Manager, CEDO
Re: Moran Center Project Development Services Contract Amendment

CEDO is requesting Board of Finance's approval to extend through December 31, 2011 the contract with White + Burke Real Estate Investment Advisors. The amendment will continue White + Burke's consulting services for the Moran project. We are requesting that the maximum limiting amount of the contract be increased by \$42,900, but we are not asking for an appropriation for these activities; rather, we are simply requesting authorization to extend and amend the existing contract using BEDI and Section 108 funds.

White + Burke principal, David G. White has been providing the City with invaluable assistance in negotiating with the tenants, structuring the redevelopment deal and permitting. However, White + Burke will reach the maximum allowable amount of the contract authorized by the City Council by August 2011. The City stretched the previous amendment amount of \$71,500 over ten months versus the anticipated six months. This contract amendment will increase the contract amount by \$42,900 for a maximum limiting amount of \$257,900. This amendment to the contract also includes the services for the New Markets Tax Credits (NMTC) consultant and subcontractor Steve Weems. The costs related to NMTCs will increase through the end of the year as the City sets up the structure for the NMTC and moves to lock in terms with the NMTC allocatees. This amendment comprises less than a 17% change in the contract amount.

We are continuing to request incremental increases so as to keep the Board of Finance and City Council fully informed as this project progresses. The funding for the contract extension will come from sources already approved by the Council, including CDBG funds, the City's Capital Fund, the BEDI grant and Section 108 Loan.

The Moran project continues to see significant progress—particularly in regards to environmental remediation, lease negotiations, architectural and engineering design services, permitting and in securing funds for the City's share of the project.

Should the Board of Finance recommend approval of the contract amendment, we will bring this to the City Council at its August 8, 2011 meeting. This amendment constitutes a 17% increase to the contract.

Please contact me with any questions. I will be at the BoF meeting on Monday.